



"To enrich lives through effective and caring service"



Santos H. Kreimann
Director

Kerry Silverstrom
Chief Deputy

ADOPTED

BOARD OF SUPERVISORS
COUNTY OF LOS ANGELES

September 28, 2010

#20 SEPTEMBER 28, 2010

The Honorable Board of Supervisors
County of Los Angeles
383 Kenneth Hahn Hall of Administration
500 West Temple Street
Los Angeles, California 90012

Sachi A. Hamai
SACHI A. HAMAI
EXECUTIVE OFFICER

Dear Supervisors:

**CONTRACT FOR PARKING LOT MANAGEMENT SERVICES
COUNTY-OPERATED BEACHES AND MARINA DEL REY
PARKING CONCEPTS, INC., CONTRACT NO. 75379
AMENDMENT 1 – CONTRACT EXTENSION
(SUPERVISORIAL DISTRICTS 3 AND 4)
(3 VOTES)**

SUBJECT

This action will provide for a one-year and up to six additional one-month optional extensions of the contract with Parking Concepts, Inc. for parking lot management services at County-operated public beaches and Marina del Rey.

IT IS RECOMMENDED THAT YOUR BOARD:

1. Approve and authorize the Chair to execute Amendment 1, a one-year extension to Contract No. 75379 with Parking Concepts, Inc., from October 16, 2010 through October 15, 2011, with an additional up to six one-month optional extensions, at an annual cost not to exceed \$1,668,431 for the one-year extension and a prorated amount for the additional monthly optional periods, if used.
2. Authorize the Director of the Department of Beaches and Harbors to exercise the six one-month optional extension periods if services are still required after the one-year extension period has elapsed.
3. Authorize the Director of the Department of Beaches and Harbors to increase the contract amount by a sum not to exceed 10 percent (\$166,843) during the one-year extension period, as well as during the six one-month optional extension periods (prorated) for additional, unforeseen services

within the scope of this contract.

PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION

The Department of Beaches and Harbors (Department) is requesting a one-year extension, with up to an additional six one-month optional extension periods, to its contract with Parking Concepts, Inc. (PCI) for parking management services until the outcome of the California State Parks and Wildlife Conservation Trust Fund Act of 2010 (Proposition 21) on the November 2010 ballot is known. The extension is necessary due to the proposition's significant impact on the Department's parking operations and contract if enacted into law.

On September 13, 2005, your Board approved a three-year parking lot management services contract with PCI at County-operated beaches and Marina del Rey, for an annual amount not to exceed \$1,496,845, plus a potential 2% incentive bonus provided PCI collected parking receipts equal to or exceeding the average monthly gross revenue for the same month in the three preceding years. The contract allowed for two one-year extension options that could be exercised by mutual consent of the Department's Director and the contractor. The current and last option year extension expires on October 15, 2010. The Department, therefore, was preparing a Request for Proposals (RFP) to solicit these contractor-provided services when Proposition 21 came to the Department's attention.

Proposition 21 would establish an \$18 annual State vehicle license surcharge, which would allow free admission to all State parks to currently-registered California vehicles. The Department operates two State facilities that will be affected if this initiative passes, Will Rogers State Beach and Isidore B. Dockweiler State Beach. Because the Department will be unable to charge parking fees at these two facilities, the contractor will not be required to staff these two parking lots. Given that the number of contractual staffing hours assigned to these two facilities is approximately 25% of the total staffing hours, passage of Proposition 21 will result in a significant impact on the scope of work of the contract.

Because of the uncertainty surrounding the potential passage of Proposition 21, the County is concerned about receiving cost proposals with higher bids reflecting increased contractor risk. As a result, the Department recommends temporarily postponing the solicitation until the outcome of the proposition is known and the RFP may reflect the actual parking management services required. Therefore, the Department requests that the extension with PCI be approved by your Board to allow the Department to commence the solicitation process subsequent to the November election to ensure receipt of the most advantageous cost proposals for the County. In the event that Proposition 21 becomes law, the Department will reduce staffing at the affected facilities starting on January 1, 2011.

In addition, the extended period will allow the Department to hire a parking operations consultant to review the Department's parking operations and provide recommendations for improving operational efficiencies, with specific emphasis on increasing revenues and reducing costs. The consultant will evaluate the use of automated parking devices versus the use of parking lot staffing and will evaluate currently available automated parking equipment, recommending the equipment best suited to provide for the Department's future needs and determining the most effective distribution of such devices. The consultant will also evaluate the feasibility of having the automated parking equipment provided and maintained by future parking lot contractors. Finally, the consultant will evaluate the RFP document to be used to solicit a new parking lot contractor and will make recommendations for

changes that will improve contractor effectiveness and/or result in cost savings, including the use of incentive payments.

Implementation of Strategic Plan Goals

The extension of the contract will promote and further the Board approved Strategic Plan Goal of Operational Effectiveness, Strategy 1, Fiscal Sustainability, by ensuring that the County receives the most advantageous cost proposals in its solicitation for a new parking contractor.

FISCAL IMPACT/FINANCING

The total cost to provide parking lot management services through the extension year, October 16, 2010 through October 15, 2011, is \$1,668,431 if Proposition 21 does not pass. The cost for the six additional one-month optional extension periods will be a proration of the annual cost based on the number of periods used. If Proposition 21 becomes law, the cost from October 16, 2010 through October 15, 2011 is \$1,302,613.

Operating Budget Impact

The contract cost from October 16, 2010 through June 30, 2011 and the parking revenue are included in the Department's 2010-11 Adopted Budget.

FACTS AND PROVISIONS/LEGAL REQUIREMENTS

Amendment 1 (Attachment A) will be executed upon your Board's approval of this action.

The 2% incentive bonus in the existing contract has been eliminated for the extension period and any subsequent optional monthly extension periods (if extended).

County standard language for the Defaulted Property Tax Reduction Program and Force Majeure is being added to the Contract by Amendment 1.

A minimum number of service hours has been guaranteed to PCI in order to get the lowest possible rates for the extension period. The minimum guaranteed hours are included in Attachments I and II to Amendment 1 (Attachment A) and are subject to County's non-appropriation of funds for this contract and Force Majeure.

PCI is party to a bona fide Collective Bargaining Agreement with Teamsters Local Union No. 911 and has been previously approved for an exemption under County Code Chapter 2.201, the Living Wage Program.

The Auditor-Controller reviewed the avoidable cost comparison at the time the contract was initially awarded and concurred that these services are more economically performed by an independent contractor than by County employees. The Department conducted updated avoidable cost comparisons for both possible scenarios, with full staffing (if Proposition 21 does not become law) and with reduced staffing (if Proposition 21 becomes law), which are provided on Attachments B and C. Based on these updated avoidable cost comparisons, these services continue to be more economically performed by an independent contractor than by County employees. These avoidable

cost comparisons have not been reviewed by the Auditor-Controller, because the contract cost increase did not exceed the threshold that would require Auditor-Controller review.

The amended contract continues to comply with the mandatory Proposition A requirements contained in County Code Section 2.121.380 for the following reasons:

- The amended contract will not impair the County's ability to respond to emergencies.
- No confidential information is involved in the performance of the contract. The amendment will not result in the unauthorized disclosure of confidential information.
- Alternative services are available in the event of a default by the contractor; therefore, services will not be interrupted.
- The amended contract will not infringe upon the proper role of the County in its relationship to its citizens.
- No layoffs or reductions in County workforce or other adverse impacts on employee relations will result from the amendment as the work is presently contracted out.

PCI continues to be in compliance with all Board, Chief Executive Office and County Counsel requirements. The amendment has been approved as to form by County Counsel.

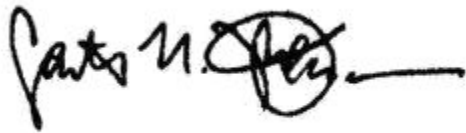
IMPACT ON CURRENT SERVICES (OR PROJECTS)

There is no impact on current services or projects. The extension of the contract will provide for the continuation of parking lot management services.

CONCLUSION

Authorize the Executive Officer of the Board to send three approved copies of this letter and the executed Amendment 1 to the Department of Beaches and Harbors.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Santos H. Kreimann", followed by a horizontal line.

SANTOS H. KREIMANN
Director

SHK:SDP:sdp

Enclosures

c: Chief Executive Officer
County Counsel
Executive Officer, Board of Supervisors
Office of Affirmative Action Compliance

AMENDMENT 1 TO CONTRACT NO. 75379

THIS AMENDMENT, made and entered into this 28th day of September, 2010, by and between the COUNTY OF LOS ANGELES, a body corporate and politic (hereinafter referred to as COUNTY), and PARKING CONCEPTS, INC. (hereinafter referred to as CONTRACTOR).

WHEREAS, Contract No. 75379 (Contract) was entered into between the COUNTY and the CONTRACTOR on September 13, 2005 to provide parking lot management services for an initial period of three years, commencing on October 16, 2005 through October 15, 2008, with two one-year renewal options; and

WHEREAS, the COUNTY and the CONTRACTOR have renewed the Contract for both the first and second option years, with the second and last option year ending on October 15, 2010; and

WHEREAS, the outcome of the vote on Proposition 21, an initiative that qualified for the November 2010 ballot, will determine if parking fee collection staff will remain or be eliminated at the State facilities operated by COUNTY (Dockweiler and Will Rogers State Beaches) starting January 1, 2011; and

WHEREAS, the COUNTY has determined that it is in its best interest to postpone its solicitation for a new contract until the outcome of Proposition 21 is known; and

WHEREAS, the COUNTY desires a one-year extension, with an additional six one-month optional extension (i.e., month-to-month) periods possible, to allow sufficient time to solicit for a new contract after the outcome of Proposition 21 is known in November 2010; and

WHEREAS, the CONTRACTOR is agreeable to continue to provide these services at the rates provided in Attachments I and II, which are attached to this Amendment 1 and thereby incorporated by reference; and

WHEREAS, the CONTRACTOR is currently exempt from the County Code Chapter 2.201, Living Wage Program, because of its collective bargaining agreement with

Teamsters Local Union No. 911; and

WHEREAS, the Defaulted Property Tax Reduction Program, Ordinance No. 2009-0026 (Los Angeles County Code 2.206) became effective on October 20, 2009 and COUNTY's Board of Supervisors directed that all current COUNTY contracts subject to the Defaulted Property Tax Reduction Program be amended to add the new requirement when the contracts are either renewed for an option year or otherwise amended after October 20, 2009.

NOW, THEREFORE, in consideration of these facts and payment to be made by the COUNTY, the COUNTY and the CONTRACTOR agree that Contract No. 75379 between them shall be amended as follows:

1. CONTRACTOR will continue to keep its bargaining agreement in force throughout the extension of the Contract and understands that if said bargaining agreement expires during the term of the Contract, the exemption from the County Code Chapter 2.201, Living Wage Program, is terminated and the CONTRACTOR will be obligated to pay its employees a rate not less than \$9.64 per hour with \$2.20 per hour in health benefits or \$11.84 per hour without health benefits.

2. PART ONE of the Contract is amended as follows:

a. Add Paragraph 1.3.5 to read as follows:

1.3.5 Further Extension of the Contract. The Contract will be extended for one additional year from October 16, 2010 through October 15, 2011, with up to an additional six one-month optional periods beyond October 15, 2011. The optional periods will be executed at the sole discretion of the Director of the Department of Beaches and Harbors (Director), by written notice to CONTRACTOR, if services continue to be required after the one-year extension period has elapsed.

b. Add Paragraph 1.4.1.1 to read as follows

1.4.1.1 Contract Payment During the Extension Period. During the one-year extension and potential six one-month extension periods, the CONTRACTOR shall be

paid in accordance with the rates presented in Attachments I and II to this Amendment 1 as follows: If Proposition 21 does not become law, the rates as provided in Attachment I shall be in effect from October 16, 2010 through October 15, 2011 or later, if any of the six monthly extensions are exercised. If Proposition 21 becomes law, the rates as provided in Attachment II shall be in effect from October 16, 2010 through October 15, 2011 or later, if any of the six monthly extensions are exercised.

c. Delete reference to Paragraph 1.4.2, *Incentive Payment*, from Paragraph 1.4.1, *Contract Payment*.

d. Delete Paragraph 1.4.2, *Incentive Payment*, in its entirety.

e. Add Paragraph 1.4.4.1 to read as follows:

1.4.4.1 Decrease of Staff or Service Area. For the duration of the Contract extension period, the Director shall not decrease service below the service hours stated in Attachments I or II, whichever becomes effective based on Proposition 21's passage or failure at the polls in November 2010, subject to Paragraph 3.1 and Paragraph 3.41.

f. Delete Paragraph 1.4.6.4 in its entirety.

g. Add Paragraph 1.4.7 to read as follows:

1.4.7 Increase of Contract Sum by Director. Notwithstanding Paragraph 1.4.1, the Director may, by written notice to the CONTRACTOR, increase the maximum Contract amount by up to 10 percent during the extension period, subject to the availability of funds in the Department's budget.

3. PART THREE of the Contract is amended as follows:

a. Add Paragraph 3.39 to read as follows:

3.39 Contractor's Warranty of Compliance with County's Defaulted Property Tax Reduction Program. CONTRACTOR acknowledges that COUNTY has established a goal of ensuring that all individuals and businesses that benefit financially from the County through contract are current in paying their property tax obligations

(secured and unsecured roll) in order to mitigate the economic burden otherwise imposed upon COUNTY and its taxpayers. Unless CONTRACTOR qualifies for an exemption or exclusion, CONTRACTOR warrants and certifies that to the best of its knowledge it is now in compliance, and during the term of this Contract will maintain compliance, with Los Angeles County Code Chapter 2.206.

b. Add Paragraph 3.40 to read as follows:

3.40 Termination for Breach of Warranty to Maintain Compliance with County's Defaulted Property Tax Reduction Program. Failure of CONTRACTOR to maintain compliance with the requirements set forth in Paragraph 3.39 "Contractor's Warranty Of Compliance With County's Defaulted Property Tax Reduction Program" shall constitute default under this Contract. Without limiting the rights and remedies available to COUNTY under any other provision of this Contract, failure of CONTRACTOR to cure such default within 10 days of notice shall be grounds upon which COUNTY may terminate this Contract and/or pursue debarment of CONTRACTOR, pursuant to County Code Chapter 2.206.

c. Add Paragraph 3.41 to read as follows:

3.41 Force Majeure. Neither party shall be liable for such party's failure to perform its obligations under and in accordance with this Contract, if such failure arises out of fires, floods, epidemics, quarantine restrictions, other natural occurrences, strikes, lockouts (other than a lockout by such party or any of such party's subcontractors), freight embargoes, or other similar events to those described above, but in every such case the failure to perform must be totally beyond the control and without any fault or negligence of such party (such events are referred to in this sub-paragraph as "force majeure events").

Notwithstanding the foregoing, a default by a subcontractor of CONTRACTOR shall not constitute a force majeure event, unless such default arises out of causes beyond the control of both CONTRACTOR and such subcontractor, and without any fault or negligence of either of them. In such case, CONTRACTOR shall not be liable for failure to perform, unless the goods or services to be furnished by the subcontractor were obtainable from other sources in sufficient time to permit CONTRACTOR to meet the required performance

schedule. As used in this sub-paragraph, the term "subcontractor" and "subcontractors" mean subcontractors at any tier. In the event CONTRACTOR's failure to perform arises out of a force majeure event, CONTRACTOR agrees to use commercially reasonable best efforts to obtain goods or services from other sources, if applicable, and to otherwise mitigate the damages and reduce the delay caused by such force majeure event.

4. CONTRACTOR will complete the "Certification of Compliance with the County's Defaulted Property Tax Reduction Program" form, Attachment III to this Amendment 1, and will return it to COUNTY together with the signed amendment.

5. Except as modified by this AMENDMENT 1, all other terms, conditions, requirements, and specifications of this Contract shall remain in full force and effect.

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IN WITNESS WHEREOF, the COUNTY has, by order of its Board of Supervisors, caused this Amendment to be subscribed by the Chair of the Board of Supervisors, and the CONTRACTOR has subscribed its name by and through its duly authorized officer, as of the day, month, and year first written above.

COUNTY OF LOS ANGELES

By Gloria Molina
Chair, Board of Supervisors

ATTEST:
SACHI A. HAMAI
Executive Officer-Clerk
Of the Board of Supervisors

Parking Concepts, Inc.

By [Signature]
Deputy

By Robert Hindle
ROBERT HINDLE, Vice President

APPROVED AS TO FORM:
ANDREA SHERIDAN ORDIN
County Counsel

By [Signature]
Deputy



I hereby certify that pursuant to
Section 25103 of the Government Code,
delivery of this document has been made.

SACHI A. HAMAI
Executive Officer
Clerk of the Board of Supervisors

By [Signature]
Deputy

ADOPTED
BOARD OF SUPERVISORS
COUNTY OF LOS ANGELES

20 SEP 28 2010

Sachi A. Hamai
SACHI A. HAMAI
EXECUTIVE OFFICER

**CERTIFICATION OF COMPLIANCE WITH THE COUNTY'S
DEFAULTED PROPERTY TAX REDUCTION PROGRAM**

Company Name: PARKING CONCEPTS, INC.		
Company Address: 1801 S. Georgia Street		
City: Los Angeles	State: CA	Zip Code: 90015
Telephone Number: (213) 746-5764	Email address: bhindle@pcila.com	
Solicitation/Contract For 75379 Services: Parking Management		

The Proposer/Bidder/Contractor certifies that:

- ☒ It is familiar with the terms of the County of Los Angeles Defaulted Property Tax Reduction Program, Los Angeles County Code Chapter 2.206; **AND**

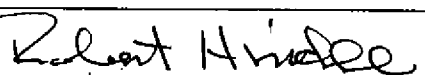
To the best of its knowledge, after a reasonable inquiry, the Proposer/Bidder/Contractor is not in default, as that term is defined in Los Angeles County Code Section 2.206.020.E, on any Los Angeles County property tax obligation; **AND**

The Proposer/Bidder/Contractor agrees to comply with the County's Defaulted Property Tax Reduction Program during the term of any awarded contract.

- OR -

- ☐ I am exempt from the County of Los Angeles Defaulted Property Tax Reduction Program, pursuant to Los Angeles County Code Section 2.206.060, for the following reason:

I declare under penalty of perjury under the laws of the State of California that the information stated above is true and correct.

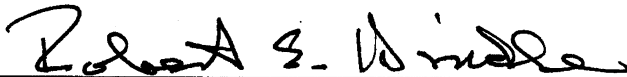
Print Name: ROBERT HINDLE	Title: Vice President
Signature: 	Date: September 14, 2010

Date: _____

ATTACHMENT I

MINIMUM GUARANTEED STAFFING HOURS WITH STATE PARK FACILITIES

	(1) Hours 12 Month Period October 16, 2010 through October 15, 2011	(2) Hours Possible Six Month Extension Period October 16, 2011 through April 15, 2012	(3) Proposed Price per Hour	{1x3} (4) Cost 12 Month Period October 16, 2010 through October 15, 2011	{2x3} (5) Cost Possible Six Month Extension Period October 16, 2011 through April 15, 2012
Attendant Hours	48,237	19,119	\$22.32	\$1,076,649.08	\$426,736.08
Supervisor Hours	22,613	9,280	\$26.17	\$ 591,782.21	\$242,857.60
Total Cost				\$1,668,431.29	\$669,593.68



Authorized Signature

August 10, 2010

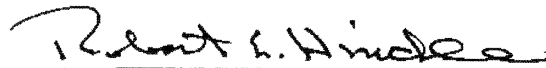
Date

ROBERT E. HINDLE, Vice President

Print Name and Title

ATTACHMENT II
MINIMUM GUARANTEED STAFFING HOURS WITHOUT STATE PARK FACILITIES

	(1) Hours 2 Months 16 Days Period October 16, 2010 through December 31, 2010*	(2) Hours 9 Months 15 Days Period January 1, 2011 through October 15, 2011	(3) Hours Possible Six Month Extension Period October 16, 2011 through April 15, 2012	(4) Proposed Price per Hour 2 Months 16 Days Period October 16, 2010 through December 31, 2010*	(5) Proposed Price per Hour 9 Months 15 Days Period January 1, 2011 through October 15, 2011	(1x4) (6) Cost 2 Months 16 Days Period October 16, 2010 through December 31, 2010*	(2x5) (7) Cost 9 Months 15 Days Period January 1, 2011 through October 15, 2011	(3x5) (8) Cost Possible Six Month Extension Period October 16, 2011 through April 15, 2012
Attendant Hours	8,128	30,352	14,300	\$ 22.32	\$ 24.47	\$ 181,417	\$ 742,713	\$ 349,921
Supervisor Hours	3,928	10,091	6,401	\$ 26.17	\$ 27.32	\$ 102,796	\$ 275,686	\$ 174,875
Total Cost						\$ 284,213	\$ 1,018,400	\$ 524,796


Authorized Signature

August 16, 2010
Date

ROBERT E. HINDLE, Vice President
Print Name and Title

* Hourly rates from ATTACHMENT I (with State Facilities) will be used for the period of October 16, 2010 through December 31, 2010.

**Department of Beaches and Harbors
Parking Services Contract
Estimated Net Savings From Contracting (With State Facilities - Dockweiler and Will Rogers State Beaches)**

County Costs

	Positions Needed							Positions Eliminated		
Cost Items	Parking Lot Attendant - (Parking Lot Attendant - 5993) ²	Parking Lot Supervisor (Parking Lot Supervisor II - 64H) ²	Parking Manager (Manager - Parking Operations - 75L) ²	Parking Section Head (Supervising Contract Monitor, B&H - 8863) ³	Parking Section Secretary (Senior Typist Clerk - 2216) ³	Automated Equipment Collections Person (Parking Lot Supervisor II - 64H) ³	Cashier (Cashier - 1253) ³	Contract Monitor, B&H - (8861) ⁴	Supervising Contract Monitor, B&H - (8863) ⁴	Totals
Top Step Salaries (monthly) ¹	\$ 2,624	\$ 3,179	\$ 4,303	\$ 6,690	\$ 3,504	\$ 3,179	\$ 2,962	\$ 5,685	\$ 6,690	
Required Service Level - actual avoidable positions	27	13	2	1	1	1	2	(2)	(1)	44
Annual Salary Cost	\$ 850,176	\$ 495,924	\$ 103,272	\$ 80,280	\$ 42,048	\$ 38,148	\$ 71,088	\$ (136,440)	\$ (80,280)	\$ 1,464,216
Adjustment for top step salaries variance at 90.4198% ⁵	\$ (81,449)	\$ (47,511)	\$ (9,894)	\$ (7,691)	\$ (4,028)	\$ (3,655)	\$ (6,810)	\$ 13,071	\$ 7,691	\$ (140,276)
Estimated actual avoidable salaries	\$ 768,727	\$ 448,413	\$ 93,378	\$ 72,589	\$ 38,020	\$ 34,493	\$ 64,278	\$ (123,369)	\$ (72,589)	\$ 1,323,940
Add: Related employee benefits at 58.073% ⁵	\$ 446,423	\$ 260,407	\$ 54,227	\$ 42,155	\$ 22,079	\$ 20,031	\$ 37,328	\$ (71,644)	\$ (42,155)	\$ 768,851
Estimated Actual avoidable annual direct labor cost ⁶	\$ 1,215,150	\$ 708,820	\$ 147,605	\$ 114,744	\$ 60,099	\$ 54,524	\$ 101,606	\$ (195,013)	\$ (114,744)	\$ 2,092,791
Supplies ⁷										\$ 42,000
Estimated Actual Avoidable Cost										\$ 2,134,791
Contract Cost ⁸	\$ 1,076,650	\$ 591,782								\$ 1,668,432
Net Savings from Contracting										\$ 466,359

(1) Salaries in effect as of December 2009.

(2) The positions in parenthesis are the County positions closest to the positions being contracted as confirmed by the Department of Human Resources. The number of County avoidable positions is determined based on the total minimum guaranteed contractor staffing hours needed for each position divided by the annual productive work hours of 1,771: Parking Attendant: 48,237 hours; Parking Supervisor: 22,613 hours; Parking Contractor Representative/Manager: 4,004 hours.

(3) Additional full-time positions needed to create a new parking section to operate 31 parking lots in Marina del Rey and at County beaches. Positions include a Parking Section Head, Secretary, Automated Equipment Collections Person and two Cashiers. The Automated Equipment Collections Person will be responsible for the daily collection of the 46 automated parking fee collections machines in the 31 lots. The Cashiers will be responsible for the counting, reconciliation and deposit preparation of the parking collections.

(4) Positions currently in place to monitor contractor. Positions would be eliminated if the service is not contracted.

(5) Provided by the Auditor-Controller.

(6) No departmental indirect costs are avoidable.

(7) Amount based on the supplies cost submitted by the selected proposer.

(8) Contractor Cost is divided into two hourly rates; one for parking attendants (\$22.32 per hour) and one for parking supervisors (\$26.17 per hour), multiplied by the guaranteed minimum contractor staffing hours for each position: Attendants: 48,237 hours and Supervisors: 22,613 hours. All other contract costs are built into these two rates.

Estimated Net Savings From Contracting

Estimated Net Savings From Contracting (Without State Facilities - Dockweiler and Will Rogers State Beaches)

County Costs										
Cost Items	Positions Needed							Positions Eliminated		Totals
	Parking Lot Attendant - (Parking Lot Attendant - 5993) ²	Parking Lot Supervisor (Parking Lot Supervisor II - 64H) ²	Parking Manager (Manager - Parking Operations - 75L) ²	Parking Section Head (Supervising Contract Monitor, B&H - 8863) ³	Parking Section Secretary (Senior Typist Clerk - 2216) ³	Automated Equipment Collections Person (Parking Lot Supervisor II - 64H) ³	Cashier (Cashier - 1253) ³	Contract Monitor, B&H - (8861) ⁴	Supervising Contract Monitor, B&H - (8863) ⁴	
Top Step Salaries (monthly) ¹	\$ 2,624	\$ 3,179	\$ 4,303	\$ 6,690	\$ 3,504	\$ 3,179	\$ 2,962	\$ 5,685	\$ 6,690	
Required Service Level - actual avoidable positions	22	8	2	1	1	1	2	(2)	(1)	34
Annual Salary Cost	\$ 692,736	\$ 305,184	\$ 103,272	\$ 80,280	\$ 42,048	\$ 38,148	\$ 71,088	\$ (136,440)	\$ (80,280)	\$ 1,116,036
Adjustment for top step salaries variance at 90.4198% ⁵	\$ (66,365)	\$ (29,237)	\$ (9,894)	\$ (7,691)	\$ (4,028)	\$ (3,655)	\$ (6,810)	\$ 13,071	\$ 7,691	\$ (106,918)
Estimated actual avoidable salaries	\$ 626,371	\$ 275,947	\$ 93,378	\$ 72,589	\$ 38,020	\$ 34,493	\$ 64,278	\$ (123,369)	\$ (72,589)	\$ 1,009,118
Add: Related employee benefits at 58.073% ⁵	\$ 363,752	\$ 160,251	\$ 54,227	\$ 42,155	\$ 22,079	\$ 20,031	\$ 37,328	\$ (71,644)	\$ (42,155)	\$ 586,024
Estimated Actual avoidable annual direct labor cost ⁶	\$ 990,123	\$ 436,198	\$ 147,605	\$ 114,744	\$ 60,099	\$ 54,524	\$ 101,606	\$ (195,013)	\$ (114,744)	\$ 1,595,142
Supplies ⁷										\$ 42,000
Estimated Actual Avoidable Cost										\$ 1,637,142
Contract Cost ⁸	\$ 924,130	\$ 378,482								\$ 1,302,612
Net Savings from Contracting										\$ 334,530

(1) Salaries in effect as of December 2009.

(2) The positions in parenthesis are the County positions closest to the positions being contracted as confirmed by the Department of Human Resources. The number of County avoidable positions is determined based on the total minimum guaranteed contractor staffing hours for each position divided by the annual productive work hours of 1,771: Parking Attendant: 38,480 hours; Parking Supervisor: 14,019 hours; Parking Contractor Representative/Manager: 4,004 hours.

(3) Additional full-time positions needed to create a new parking section to operate 31 parking lots in Marina del Rey and at County beaches. Positions include a Parking Section Head, Secretary, Automated Equipment Collections Person and two Cashiers. The Automated Equipment Collections Person will be responsible for the daily collection of the 46 automated parking fee collections machines in the 31 lots. The Cashiers will be responsible for the counting, reconciliation and deposit preparation of the parking collections.

(4) Positions currently in place to monitor contractor. Positions would be eliminated if the service is not contracted.

(5) Provided by the Auditor-Controller.

(6) No departmental indirect costs are avoidable.

(7) Amount based on the supplies cost submitted by the contractor.

(8) Contractor cost is divided into two hourly rates for parking attendants and parking supervisors for two different time periods multiplied by the number of minimum guaranteed contractor staffing hours for each time period: For the period October 16, 2010 through December 31, 2010, the attendant and supervisor rates are \$22.32 per hour and \$26.17 per hour respectively, and the guaranteed minimum attendant and supervisor hours are 8,128 and 3,928 respectively, for a total cost for this time period of \$181,417 and \$102,796 respectively; For the period January 1, 2011 through October 15, 2011, the attendant and supervisor rates are \$24.47 per hour and \$27.32 per hour respectively, and the guaranteed minimum attendant and supervisor hours are 30,352 and 10,091 respectively, for a total cost for this time period of \$742,713 and \$275,686 respectively. All other contract costs are built into the attendant and supervisor rates based on the minimum guaranteed attendant and supervisor staffing hours.